

Fri 4pm  
Dec 4, 1987

# B&W PRICE INCREASE

\$2.00/M on all major brands

2.75/M on GPC

2.50/M on Falcon Lights

40¢/CTN on. Richards 25's

## TERMS:

12/8 - 12/11 250%

12/14 - 12/23 250%

12/24 - 12/31 150%

## 90/10 deal:

90% of total invoice due in 28 days

10% of total invoice due in 14 days

~~12.5%  
All Jan  
60% off  
now w/o Dec  
1987~~

~~Shipments  
20-21 Dec 14  
Negotiated  
250% off  
1 week~~

2045364817